

	Type	Hits	Search Text	DBs	Time Stamp
1	BRS	21385	electronic\$4 near5 document	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	2005/04/29 14:57
2	BRS	285495	review\$4	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	2005/04/29 14:58
3	BRS	3261	review\$4 near5 document	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	2005/04/29 14:58
4	BRS	1461	approv\$4 near5 document	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	2005/04/29 14:58
5	BRS	225	S263 and S265 and S266	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	2005/04/29 14:58
6	BRS	125553	draft	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	2005/04/29 14:59
7	BRS	63	S267 and S268	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	2005/04/29 15:03
8	BRS	2	09/748105	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	2005/04/29 15:27
9	BRS	843563	tracking or monitoring	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	2005/04/29 15:28
10	BRS	933189	locking	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	2005/04/29 15:28

	Type	Hits	Search Text	DBs	Time Stamp
11	BRS	20	S269 and S272	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	2005/04/29 15:28
12	BRS	51	S269 and S271	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	2005/04/29 15:28
13	BRS	18	S273 and S274	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	2005/04/29 15:28
14	BRS	1504010	automatical\$3	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	2005/05/02 12:00
15	BRS	21385	electronic\$4 near5 document	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	2005/05/02 12:00
16	BRS	3261	review\$4 near5 document	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	2005/05/02 12:00
17	BRS	1461	approv\$4 near5 document	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	2005/05/02 12:00
18	BRS	225	S277 and S278 and S279	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	2005/05/02 12:00
19	BRS	125553	draft	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	2005/05/02 12:00
20	BRS	843564	tracking or monitoring	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	2005/05/02 12:00

	Type	Hits	Search Text	DBs	Time Stamp
21	BRS	933189	locking	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	2005/05/02 12:00
22	BRS	18	S285 and S286	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	2005/05/02 12:00
23	BRS	18	S276 and S287	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	2005/05/02 12:00
24	BRS	1722	automatic\$3 near\$5 (review\$4 or comment\$4)	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	2005/05/02 12:01
25	BRS	1	S288 and S289	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	2005/05/02 12:01
26	BRS	330990	(review\$4 or comment\$4)	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	2005/05/02 12:01
27	BRS	20	S282 and S284	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	2005/05/02 12:02
28	BRS	51	S282 and S283	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	2005/05/02 12:02
29	BRS	63	S280 and S281	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	2005/05/02 12:02
30	BRS	1504010	automatic\$3	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	2005/05/02 13:11

	Type	Hits	Search Text	DBs	Time Stamp
31	BRS	21385	electronic\$4 near5 document	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	2005/05/02 13:11
32	BRS	3261	review\$4 near5 document	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	2005/05/02 13:11
33	BRS	1461	approv\$4 near5 document	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	2005/05/02 13:11
34	BRS	225	S293 and S294 and S295	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	2005/05/02 13:11
35	BRS	125553	draft	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	2005/05/02 13:11
36	BRS	63	S296 and S297	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	2005/05/02 13:11
37	BRS	843564	tracking or monitoring	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	2005/05/02 13:11
38	BRS	933189	locking	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	2005/05/02 13:11
39	BRS	20	S298 and S300	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	2005/05/02 13:11
40	BRS	18	S301 and S302	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	2005/05/02 13:11

	Type	Hits	Search Text	DBs	Time Stamp
41	BRS	18	S292 and S303	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	2005/05/02 13:11
42	BRS	51	S298 and S299	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	2005/05/02 13:24
43	BRS	1007919	locking or read-only	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	2005/05/02 13:29
44	BRS	26	S302 and S305	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	2005/05/02 13:43
45	BRS	3631	unchangeable	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	2005/05/02 13:29
46	BRS	1	S306 and S307	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	2005/05/02 13:29
47	BRS	3631	unchangeable	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	2005/05/02 13:54
48	BRS	1	S306 and S309	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	2005/05/02 13:54

show files; ds
File 15:ABI/Inform(R) 1971-2005/May 02
(c) 2005 ProQuest Info&Learning
File 16:Gale Group PROMT(R) 1990-2005/Apr 29
(c) 2005 The Gale Group
File 148:Gale Group Trade & Industry DB 1976-2005/May 02
(c)2005 The Gale Group
File 160:Gale Group PROMT(R) 1972-1989
(c) 1999 The Gale Group
File 275:Gale Group Computer DB(TM) 1983-2005/May 02
(c) 2005 The Gale Group
File 621:Gale Group New Prod.Annou.(R) 1985-2005/May 02
(c) 2005 The Gale Group
File 9:Business & Industry(R) Jul/1994-2005/Apr 28
(c) 2005 The Gale Group
File 20:Dialog Global Reporter 1997-2005/May 02
(c) 2005 The Dialog Corp.
File 476:Financial Times Fulltext 1982-2005/May 02
(c) 2005 Financial Times Ltd
File 610:Business Wire 1999-2005/May 02
(c) 2005 Business Wire.
File 613:PR Newswire 1999-2005/May 02
(c) 2005 PR Newswire Association Inc
File 624:McGraw-Hill Publications 1985-2005/May 02
(c) 2005 McGraw-Hill Co. Inc
File 636:Gale Group Newsletter DB(TM) 1987-2005/May 02
(c) 2005 The Gale Group
File 810:Business Wire 1986-1999/Feb 28
(c) 1999 Business Wire
File 813:PR Newswire 1987-1999/Apr 30
(c) 1999 PR Newswire Association Inc
File 2:INSPEC 1969-2005/Apr W4
(c) 2005 Institution of Electrical Engineers
File 35:Dissertation Abs Online 1861-2005/Mar
(c) 2005 ProQuest Info&Learning
File 65:Inside Conferences 1993-2005/Apr W4
(c) 2005 BLDSC all rts. reserv.
File 99:Wilson Appl. Sci & Tech Abs 1983-2005/Mar
(c) 2005 The HW Wilson Co.
File 474:New York Times Abs 1969-2005/Apr 30
(c) 2005 The New York Times
File 256:TecInfoSource 82-2005/Mar
(c) 2005 Info.Sources Inc
File 475:Wall Street Journal Abs 1973-2005/Apr 29
(c) 2005 The New York Times
File 583:Gale Group Globalbase(TM) 1986-2002/Dec 13
(c) 2002 The Gale Group

Set	Items	Description
S1	167581	ELECTRONIC (S) DOCUMENT
S2	6004098	REVIEW?
S3	5429135	APPROV?
S4	131659	LOCKING
S5	750897	CIRCULAT?
S6	0	S1 (S) S2 (S) S3 (S) S4 (S) S5
S7	58516	S1 (S) S2
S8	3	S7 AND S3 AND S4 AND S5
S9	3	RD (unique items)

? save temp

Temp SearchSave "TH42509142" stored

?

Welcome to DIALOG

Dialog level 05.02.01D

Last logoff: 27apr05 11:01:37

Logon file405 02may05 14:32:40

*** ANNOUNCEMENT ***

--Important Notice to Freelance Authors--

See HELP FREELANCE for more information

NEW FILES RELEASED

***FDAnews (File 182)

***German Patents Fulltext (File 324)

***Beilstein Abstracts (File 393)

***Beilstein Facts (File 390)

***Beilstein Reactions (File 391)

RELOADED

***Medline (Files 154 & 155)

***ToxFile (File 156)

RESUMED UPDATING

***Canadian Business and Current Affairs (262)

***CorpTech (559)

REMOVED

***Health News Daily (43)

***FDC Reports Gold Sheet/Silver Sheet (184)

***FDC Reports (186/187)

***NDA Pipeline: New Drugs (189)

>>> Enter BEGIN HOMEBASE for Dialog Announcements <<<

>>> of new databases, price changes, etc. <<<

FTEXT1 is set ON as an alias for 15,16,148,160,275,621.

FTEXT2 is set ON as an alias for 9,20,476,610,613,624,636,810,813.

NFTEXT is set ON as an alias for 2,35,65,77,99,474,256,474,475,583.

* * *

SYSTEM:HOME

Cost is in DialUnits

Menu System II: D2 version 1.7.9 term=ASCII

*** DIALOG HOMEBASE(SM) Main Menu ***

Information:

1. Announcements (new files, reloads, etc.)
2. Database, Rates, & Command Descriptions
3. Help in Choosing Databases for Your Topic
4. Customer Services (telephone assistance, training, seminars, etc.)
5. Product Descriptions

Connections:

6. DIALOG(R) Document Delivery
7. Data Star(R)

(c) 2003 Dialog, a Thomson business. All rights reserved..

/H = Help

/L = Logoff

/NOMENU = Command Mode

Enter an option number to view information or to connect to an online service. Enter a BEGIN command plus a file number to search a database (e.g., B1 for ERIC).

?

Terminal set to DLINK

*** DIALOG HOMEBASE(SM) Main Menu ***

Information:

1. Announcements (new files, reloads, etc.)
2. Database, Rates, & Command Descriptions
3. Help in Choosing Databases for Your Topic
4. Customer Services (telephone assistance, training, seminars, etc.)
5. Product Descriptions

Connections:

6. DIALOG(R) Document Delivery
7. Data Star(R)

(c) 2003 Dialog, a Thomson business. All rights reserved.

/H = Help

/L = Logoff

/NOMENU = Command Mode

Enter an option number to view information or to connect to an online service. Enter a BEGIN command plus a file number to search a database (e.g., B1 for ERIC).

? b ftext1, ftext2, nftext

>>> 77 does not exist

>>>1 of the specified files is not available

02may05 14:32:50 User267128 Session D61.1

\$0.00 0.207 DialUnits FileHomeBase

\$0.00 Estimated cost FileHomeBase

\$0.03 TELNET

\$0.03 Estimated cost this search

\$0.03 Estimated total session cost 0.207 DialUnits

SYSTEM:OS - DIALOG OneSearch

File 15:ABI/Inform(R) 1971-2005/May 02

(c) 2005 ProQuest Info&Learning

***File 15: Alert feature enhanced for multiple files, duplicate removal, customized scheduling. See HELP ALERT.**

File 16:Gale Group PROMT(R) 1990-2005/Apr 29

(c) 2005 The Gale Group

***File 16: Alert feature enhanced for multiple files, duplicate removal, customized scheduling. See HELP ALERT.**

File 148:Gale Group Trade & Industry DB 1976-2005/May 02

(c)2005 The Gale Group

***File 148: Alert feature enhanced for multiple files, duplicate removal, customized scheduling. See HELP ALERT.**

File 160:Gale Group PROMT(R) 1972-1989

(c) 1999 The Gale Group

File 275:Gale Group Computer DB(TM) 1983-2005/May 02

(c) 2005 The Gale Group

File 621:Gale Group New Prod.Annou.(R) 1985-2005/May 02

(c) 2005 The Gale Group

File 9:Business & Industry(R) Jul/1994-2005/Apr 28

(c) 2005 The Gale Group

File 20:Dialog Global Reporter 1997-2005/May 02

(c) 2005 The Dialog Corp.
File 476:Financial Times Fulltext 1982-2005/May 02
(c) 2005 Financial Times Ltd
File 610:Business Wire 1999-2005/May 02
(c) 2005 Business Wire.
***File 610: File 610 now contains data from 3/99 forward.**
Archive data (1986-2/99) is available in File 810.
File 613:PR Newswire 1999-2005/May 02
(c) 2005 PR Newswire Association Inc
***File 613: File 613 now contains data from 5/99 forward.**
Archive data (1987-4/99) is available in File 813.
File 624:McGraw-Hill Publications 1985-2005/May 02
(c) 2005 McGraw-Hill Co. Inc
***File 624: Homeland Security & Defense and 9 Platt energy journals added**
Please see HELP NEWS624 for more
File 636:Gale Group Newsletter DB(TM) 1987-2005/May-02
(c) 2005 The Gale Group
File 810:Business Wire 1986-1999/Feb 28
(c) 1999 Business Wire
File 813:PR Newswire 1987-1999/Apr 30
(c) 1999 PR Newswire Association Inc
File 2:INSPEC 1969-2005/Apr W4
(c) 2005 Institution of Electrical Engineers
File 35:Dissertation Abs Online 1861-2005/Mar
(c) 2005 ProQuest Info&Learning
File 65:Inside Conferences 1993-2005/Apr W4
(c) 2005 BLDSC all rts. reserv.
File 99:Wilson Appl. Sci & Tech Abs 1983-2005/Mar
(c) 2005 The HW Wilson Co.
File 474:New York Times Abs 1969-2005/Apr 30
(c) 2005 The New York Times
File 256:TecInfoSource 82-2005/Mar
(c) 2005 Info.Sources Inc
File 475:Wall Street Journal Abs 1973-2005/Apr 29
(c) 2005 The New York Times
File 583:Gale Group Globalbase(TM) 1986-2002/Dec 13
(c) 2002 The Gale Group
***File 583: This file is no longer updating as of 12-13-2002.**

Set	Items	Description
?	s	electronic (s) document
	5810948	ELECTRONIC
	1806738	DOCUMENT
	S1 167581	ELECTRONIC (S) DOCUMENT
?	s	review?
	Processed	20 of 23 files ...
	Completed	processing all files
	S2 6004098	REVIEW?
?	s	approv?
	S3 5429135	APPROV?
?		
?	s	locking
	S4 131659	LOCKING
?		
?	s	circulat?
	S5 750897	CIRCULAT?
?	s	s1 (s) s2 (s) s3 (s) s4 (s) s5
	167581	S1
	6004098	S2
	5429135	S3

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... before the competition commission, and they review your overall picture. As you know, we got **approval** to close the Scottish deal. We expect to get the same **approval** for the London deal. There's some more room ... my questions have been answered. But if you could comment on interest expense, are you **locking** in any fixed debt and how would that trend over the course of the year...

...state your question. DOUG ARTHUR: Yeah, two follow-ups. Gracia, it looks like you restated **circulation** revenue for last year by \$10 million, also took it out of cost of goods...

... first question. Doug, on our call last quarter, we said that we had taken certain **circulation** promotions, and the like, and previously had run them through expenses. We decided to conform...

... them against the revenues. We've gone back in each quarter and have reclassified the **circulation** revenue. So that's what you see. We did the same thing in the fourth...INFORMATION PROVIDED ON THIS WEB SITE OR IN ANY EVENT TRANSCRIPT. USERS ARE ADVISED TO **REVIEW** THE APPLICABLE COMPANY'S CONFERENCE CALL ITSELF AND THE APPLICABLE COMPANY'S SEC FILINGS BEFORE...

... 2003, CCBN, Inc. All Rights Reserved.) (Copyright: Content copyright 2003 CCBN, Inc. ALL RIGHTS RESERVED. **Electronic** format, layout and metadata, copyright 2003 FDCH e-Media, Inc. (f/k/a Federal **Document** Clearing House, Inc.) ALL RIGHTS RESERVED. No license is granted to the user of this...

? ds

Set	Items	Description
S1	167581	ELECTRONIC (S) DOCUMENT
S2	6004098	REVIEW?
S3	5429135	APPROV?
S4	131659	LOCKING
S5	750897	CIRCULAT?
S6	0	S1 (S) S2 (S) S3 (S) S4 (S) S5
S7	58516	S1 (S) S2
S8	3	S7 AND S3 AND S4 AND S5
S9	3	RD (unique items)

? t s9/6,k/1-3

9/6,K/1 (Item 1 from file: 275)

DIALOG(R) File 275:(c) 2005 The Gale Group. All rts. reserv.

01515341 SUPPLIER NUMBER: 12123970 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Imprinta and Seybold showcase, part III: authoring, managing, producing text.

April 13, 1992

WORD COUNT: 25911 LINE COUNT: 02039

... for alternatives to traditional authoring and composition tools. ArborText showed an interesting way to handle **electronic document review** as an SGML application. Sykes Enterprises showed its tag-based editor built on top of...history of each element. The software keeps three versions of documents and elements: most recently **approved**, previously **approved** and work in progress. All previously archived versions are also maintained.

The default directories at...editor consolidate reviewers' comments.

In its target audience, documents are annotated, not edited, as they **circulate** through reviewers.

There are other systems that allow reviewers to add annotations. What is different...from a database, previewed and pre-cropped prior to being placed on the page.

Page **locking** has also been added to ensure that only one user has access to a live...same approach, using menus to access SQL databases, is used for the ad management and **circulation** modules, which we did not see demonstrated. The system can also generate queries into SQL...process.

Also in support of the system as an editorial tool, PIMS has full file **locking** capabilities, support for read-only viewing, fairly fast keyword searches throughout the database and an...

9/6,K/2 (Item 1 from file: 20)

DIALOG(R)File 20:(c) 2005 The Dialog Corp. All rts. reserv.

35865496 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Event Brief of Staples, Inc. Q1 2004 Earnings Conference Call - Part 2

May 18, 2004

WORD COUNT: 2114

(USE FORMAT 7 OR 9 FOR FULLTEXT)

...on the European catalogs, the Gilbert (phonetic) catalogs, is there room in Europe to increase **circulation** significantly, or is it more like the US where it is kind of tapped out...

... cases you've locked into contracts. We have tried to exclude paper, in terms of **locking** that in for a year, but we might have some 90-day issues where it...

... new market. We would not be telegraphing that if we were. In terms of Gilbert **circulation**, Basil Anderson is here and he's been working very closely with our Staples European...

...these economies is very, very small. We think there's a huge opportunity to expand **circulation** quite a bit. So a lot of growth potential will come from increasing the number...that very effectively. In terms of the Office World deal, we are still waiting on **approval** from the Office of Fair Trade. So it's premature to comment. It's a...

... INFORMATION PROVIDED ON THIS WEB SITE OR IN ANY EVENT BRIEF. USERS ARE ADVISED TO **REVIEW** THE APPLICABLE COMPANY'S CONFERENCE CALL ITSELF AND THE APPLICABLE COMPANY'S SEC FILINGS BEFORE...

... 2004, CCBN, Inc. All Rights Reserved.) (Copyright: Content copyright 2004 CCBN, Inc. ALL RIGHTS RESERVED. **Electronic** format, layout and metadata, copyright 2004 FDCH e-Media, Inc. (f/k/a Federal **Document** Clearing House, Inc.) ALL RIGHTS RESERVED. No license is granted to the user of this...

9/6,K/3 (Item 2 from file: 20)

DIALOG(R)File 20:(c) 2005 The Dialog Corp. All rts. reserv.

28699793 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Q1 2003 Gannett Earnings Conference Call - Final - Part 2

April 01, 2003

WORD COUNT: 3929

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... before the competition commission, and they review your overall picture. As you know, we got **approval** to close the Scottish deal. We expect to get the same **approval** for the London deal. There's some more room ... my questions have been answered. But if you could comment on interest expense, are you **locking** in any fixed debt and how would that trend over the course of the year...

...state your question. DOUG ARTHUR: Yeah, two follow-ups. Gracia, it looks like you restated **circulation** revenue for last year by \$10 million, also took it out of cost of goods...

... first question. Doug, on our call last quarter, we said that we had taken certain **circulation** promotions, and the like, and previously had run them through expenses. We decided to conform...

... them against the revenues. We've gone back in each quarter and have reclassified the **circulation** revenue. So that's what you see. We did the same thing in the fourth... INFORMATION PROVIDED ON THIS WEB SITE OR IN ANY EVENT TRANSCRIPT. USERS ARE ADVISED TO **REVIEW** THE APPLICABLE COMPANY'S CONFERENCE CALL ITSELF AND THE APPLICABLE COMPANY'S SEC FILINGS BEFORE...

... 2003, CCBN, Inc. All Rights Reserved.) (Copyright: Content copyright 2003 CCBN, Inc. ALL RIGHTS RESERVED. **Electronic** format, layout and metadata, copyright 2003 FDCH e-Media, Inc. (f/k/a Federal **Document** Clearing House, Inc.) ALL RIGHTS RESERVED. No license is granted to the user of this...

?

9/6,K/2 (Item 1 from file: 20)

DIALOG(R)File 20:(c) 2005 The Dialog Corp. All rts. reserv.

35865496 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Event Brief of Staples, Inc. Q1 2004 Earnings Conference Call - Part 2

May 18, 2004

WORD COUNT: 2114

(USE FORMAT 7 OR 9 FOR FULLTEXT)

...on the European catalogs, the Gilbert (phonetic) catalogs, is there room in Europe to increase **circulation** significantly, or is it more like the US where it is kind of tapped out...

... cases you've locked into contracts. We have tried to exclude paper in terms of **locking** that in for a year, but we might have some 90-day issues where it...

... new market. We would not be telegraphing that if we were. In terms of Gilbert **circulation**, Basil Anderson is here and he's been working very closely with our Staples European...

...these economies is very, very small. We think there's a huge opportunity to expand **circulation** quite a bit. So a lot of growth potential will come from increasing the number...that very effectively. In terms of the Office World deal, we are still waiting on **approval** from the Office of Fair Trade. So it's premature to comment. It's a...

... INFORMATION PROVIDED ON THIS WEB SITE OR IN ANY EVENT BRIEF. USERS ARE ADVISED TO **REVIEW** THE APPLICABLE COMPANY'S CONFERENCE CALL ITSELF AND THE APPLICABLE COMPANY'S SEC FILINGS BEFORE...

... 2004, CCBN, Inc. All Rights Reserved.) (Copyright: Content copyright 2004 CCBN, Inc. ALL RIGHTS RESERVED. **Electronic** format, layout and metadata, copyright 2004 FDCH e-Media, Inc. (f/k/a Federal **Document** Clearing House, Inc.) ALL RIGHTS RESERVED. No license is granted to the user of this...

t s9/6,k/1-3

9/6,K/1 (Item 1 from file: 275)

DIALOG(R)File 275:(c) 2005 The Gale Group. All rts. reserv.

01515341 SUPPLIER NUMBER: 12123970 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Imprinta and Seybold showcase, part III: authoring, managing, producing text.

April 13, 1992

WORD COUNT: 25911 LINE COUNT: 02039

... for alternatives to traditional authoring and composition tools. ArborText showed an interesting way to handle **electronic document review** as an SGML application. Sykes Enterprises showed its tag-based editor built on top of...history of each element. The software keeps three versions of documents and elements: most recently **approved**, previously **approved** and work in progress. All previously archived versions are also maintained..

The default directories at...editor consolidate reviewers' comments. In its target audience, documents are annotated, not edited, as they **circulate** through reviewers.

There are other systems that allow reviewers to add annotations. What is different...from a database, previewed and pre-cropped prior to being placed on the page.

Page **locking** has also been added to ensure that only one user has access to a live...same approach, using menus to access SQL databases, is used for the ad management and **circulation** modules, which we did not see demonstrated. The system can also generate queries into SQL...process.

Also in support of the system as an editorial tool, PIMS has full file **locking** capabilities, support for read-only viewing, fairly fast keyword searches throughout the database and an...

9/9,K/3 (Item 2 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2005 The Dialog Corp. All rts. reserv.

28699793 (THIS IS THE FULLTEXT)

Q1 2003 Gannett Earnings Conference Call - Final - Part 2

FAIR DISCLOSURE WIRE

April 01, 2003

JOURNAL CODE: WFDW LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 3929

DOUGLAS H. MCCORKINDALE: I'm not sure I understand your question on the JOAs. What are you getting at?

STEVEN BARLOW: Scripps provided an awful lot of detail on their JOAs because of Sarbanes Oxley way of looking at it. It is just a way to handle the revenue side, minority interest side. Gracia Martore - Gannett - SVP and CFO I was just going to say, Steve, that I think you have a different situation. They've got a situation with Denver that's a little bit different than the situations we have with our JOAs. As you know, we had been consolidating the results of our JOAs but because of the accounting pronouncements a year or so ago, we've had to just simply put the net results in the "other" operating revenue line. They're not that big a piece of the pie, so I don't anticipate we'll do any more disclosure as Scripps did. Obviously Denver is a significant turn around situation for them. STEVEN BARLOW: By the time you add up California, Texas, New Mexico and Detroit?

GRACIA MARTORE: California is not a JOA. STEVEN BARLOW: That's another partnership. Right. GRACIA MARTORE: It's a partnership. DOUGLAS H. MCCORKINDALE: So is Texas-New Mexico. GRACIA MARTORE: And in the California partnership we own about 19.5% of California. So it's small. DOUGLAS H. MCCORKINDALE: Texas will be in here at 100%. GRACIA MARTORE: Texas will be consolidated in the numbers and we've pro forma'd them in the Rev and Stat report. We've got a note at the bottom of it. DOUGLAS H. MCCORKINDALE: That's because we have 66% of the Texas-New Mexico partnership and we have less than 20% of the California partnership. But the JOAs, as Gracia said, are treated separately and in my personal opinion they are not giving you as much disclosure as we gave you before. But that's what the accounting rules require so we're doing it according to the book. Back to the U.K., I don't know what the number is when we put all the pieces that we're hopefully acquiring here together. But it would be in excess of \$750 million of revenue. STEVEN BARLOW: Okay. That's a start, thanks. OPERATOR: The next question comes from Brian Shipman of UBS Warburg. Please state your question. Brian Shipman - UBS Warburg - Analyst Good morning, couple of questions. First, is there any progress in naming new management at USA TODAY? Second, you stated capex was \$44 million in Q1, and your outlook for the year is \$270 million, \$280 million. What have you got built into your assumptions for the back half of the year? Finally, if you could comment on your comfort level or hopefully discomfort at how you feel about the consensus estimate in Q2 for \$1.21? Thanks. DOUGLAS H. MCCORKINDALE: Let me handle a couple of those and Gracia can go to the capital. I was trying to send the message that we're not going to give a number for the second quarter until we get a better handle on how the advertising picture is coming together. As I said, it's picking up, but I think it's a little too premature for us to make a value judgment at this point and either lead you in one direction or the other direction. But as soon as we get a better handle on it, Gracia will be commenting on it in our monthly report that comes out. As to USA TODAY, Tom is still here. He's working. He'll be here through June 1. We are looking at a number of possibilities within the Gannett company. What has to happen, though, when we move some bodies around within Gannett, you get a little bit of a domino effect. So I'm

putting all the pieces together before we make the announcements. GRACIA MARTORE: And with respect to capex, Brian, we have three significant press projects: Honolulu, Detroit and Louisville. And it's typical that capex starts out lower in the first half of the year and then usually ramps up particularly in the fourth quarter as payments are made. So it's not atypical for the number to be lower in the first half and a little bit higher in the second half, but not dramatically different. BRIAN SHIPMAN, ANALYST, UBS WARBURG: Okay, thank you. OPERATOR: The next question comes from Peter Appert with Goldman Sachs. Please state your question. PETER APPERT, ANALYST, GOLDMAN SACHS: Doug, I was hoping you could give a little more detail on the U.K. operations and specifically I was wondering if you could tell us if you see any significant differences in terms of the trends in the ad market, U.K.-U.S. Any category differences, number one. Number two, maybe a comment on where the operating margins are in the U.K. business currently and where you think they could go. And third, is there much opportunity left, given all you have done already, in terms of acquisitions in that market?

DOUGLAS H. MCCORKINDALE: Let me answer some of your questions, Peter, and some of them I won't answer. We're not going to reveal the operating profit margin in the U.K. but you can be assured that it's up to Gannett standards, and folks over there are doing very, very well. As to the overall -- and therefore by the way, as I mentioned in my earlier comments, the Scottish operations have a lot of upside. Because they are in the low teens in terms of their profit margins. And as you know, we expect a lot more than that, and we'll be getting more than that. A lot of synergies and a lot of opportunities in that Scottish acquisition that you'll see come into our P&L in the upcoming months and years. That should also be true for the London acquisition that we just announced, a little smaller in order of magnitude. The ad market in the U.K. has softened a little bit as we've been telling you. But it's not as soft as it is in the U.S. And so, as a general statement, we're in the regional as opposed to the national newspapers in the U.K. The national papers have suffered a lot more than we have in the regions. So the ad picture is down a little bit. Actually, the southern part of England, which is the fastest growing area, is suffering the most. Whereas the northern part is suffering less. Overall, it's a little bit soft but not as soft as we've been experiencing in the U.S. And as to acquisitions, there is a procedure there, one has to go before the competition commission, and they review your overall picture. As you know, we got **approval** to close the Scottish deal. We expect to get the same **approval** for the London deal. There's some more room for us to grow. How much more, I don't know. We certainly have discussions going on with a couple of smaller acquisitions there and I think we have room to make it larger. How much larger, I don't know. You know, we also have a lot of organic growth going on in the U.K. Those publications I mentioned we're starting in the U.S., they do a lot of that in the U.K. We've had a lot of cross-talk between our two divisions to discuss new weekly products, new free newspapers, new niche publications, so a lot of the growth in the U.K. is coming from organic growth. PETER APPERT: Great. Unrelated question. Gracia, can you just remind me what the structure of the debt is currently?

GRACIA MARTORE: Sure. It's \$1.8 billion of fixed-rate debt. The rest is in commercial paper. So at \$4.5 billion, less the \$1.8 billion, it's about \$2.7 billion of commercial paper now. PETER APPERT: If, hypothetically, you were to do a fairly large acquisition, how would you finance that?

GRACIA MARTORE: We have the flexibility to do it either through commercial paper, or we also have a shelf registration statement of \$2.5 billion that we could pull down. We'd take a look and see what made the most sense depending on interest rates and some other factors at the time we were to do the hypothetical transaction. PETER APPERT: And could you hypothetically do \$2 billion or \$2.5 billion of additional CP?

GRACIA MARTORE: More than hypothetically, we could. PETER APPERT:

Okay, great. DOUGLAS H. MCCORKINDALE: We've had very open and frequent conversations with the rating agencies, Peter, and they are totally up to date as to our plans and our cash flow capacity and our earnings projection, so I believe they are feeling quite comfortable with our financial picture. PETER APPERT: Thank you. OPERATOR: Next question, Jim Goss of Barrington Research. Please state your question. JIM GOSS, ANALYST, BARRINGTON RESEARCH: Thank you. I think Lauren touched on this a little bit before, but with regard to your comment on USA TODAY being especially hurt by the war, are you getting a sense that therefore, there were more deferrals than cancellations? And I'm wondering also, if the USA TODAY advertising has some relation to, say, broader multimedia campaigns that might have been pushed back because of the war that might be revived later on? Then the employment classified, minus 1% was an encouraging number. That doesn't include any contribution from CareerBuilder, which would be accounted for elsewhere, is that correct? Just want to make sure of that. GRACIA MARTORE: The results of CareerBuilder are in non-operating. But there is some modest, you know, a little bit of a number from CareerBuilder. But that's not going to make or break that number. It's too big a number for it to be impacted. JIM GOSS: Okay. DOUGLAS H. MCCORKINDALE: It is irrelevant to the point you're making. As we said earlier, the employment number, the larger the market, the softer it is. So actually, in a number of our medium-size and smaller markets, the employment picture is not that bad at all, and wasn't that bad in months and years past. It's the larger markets that are suffering the most. Getting to your question on deferral for USA TODAY, and this also happens to apply to broadcasting, your analysis is exactly correct. Unfortunately, when they defer out of March and into April, you can't keep it in the first quarter. But we are getting the sense that they didn't cancel. They simply deferred. That's why we're a little optimistic. As I mentioned earlier, we're getting a lot of oral comments that it looks like they're going to be coming back and placing advertising. That sense is coming to USA TODAY and to the broadcasting group. I would say it is probably coming to USA TODAY even stronger than it's coming to the broadcasting group as of, you know, April 15th. JIM GOSS: Okay. Then the last issue might be pension cost and unfunded pension liabilities, any changes in costs and assumptions there? Maybe an update?

GRACIA MARTORE: No, at the moment we're right on track with what we said in the 10-K, which is the pension expense should be up a little over \$50 million this year. As you know, we reduced our assumptions to an 8.75 ROA return on asset assumption and 6.75 discount rate. It's early in the year. We'll have to watch the markets and see how the markets perform. We will continue to evaluate that. But right now we're on track. DOUGLAS H. MCCORKINDALE: We said in the annual report, we're fully funded on an ABO basis and the chart shows us a little bit under-funded on a PBO basis. JIM GOSS: Okay, thank you very much. OPERATOR: The next question comes from Kevin Sullivan with Lehman Brothers. Please state your question. KEVIN SULLIVAN, ANALYST, LEHMAN BROTHERS: Hi, good morning. I think most of my questions have been answered. Can you quantify the cost of war coverage, if it's meaningful, and secondly, a bigger picture question given the step-back in help wanted and classified in the large markets at least, has your thinking really changed in terms of how the recovery is mirroring past downturns?

DOUGLAS H. MCCORKINDALE: Kevin, we don't have an all in number for the news costs of covering the war. We haven't asked our properties to send that in. So I can't answer that question. Obviously, it was more significant at USA TODAY as a unit than any other particular unit. But we had a wonderful cooperative effort between the Gannett newspaper group and the broadcasting group. And folks like Army Times, which don't get credit but have done a wonderful job in covering the news. All of those pieces together are some amount of money but we haven't added all of that and put it into one pile. What was the other question?

GRACIA MARTORE: Large markets and what you think -- DOUGLAS H. MCCORKINDALE: Well, as you may remember, we began to see a positive trend in November and December. The smaller markets hadn't really declined that much. But the larger ones were beginning to come back. January appeared to be okay, and we began to see some softness in February, which is obviously continued here in March. Not much, the 1% negative is not a big number. But it's certainly not the trend we saw in the very first part of 2003. I think we're just going to have to step back and get a sense of whether it's some uncertainty because of the geopolitical situation, or whether it's directly related to the economy. As I mentioned in response to a question earlier, in some parts of the country, we are simply not seeing any pickup in the economy. It seems to just be moving sideways, and most of the advertisers and businesses in our communities are waiting for some sign that the trend is going to be more positive before they make any significant economic decision. That's obviously affecting their decisions to hire people. We're going to know a little bit more in the upcoming weeks. I certainly hope so. But it was picking up before the Middle East situation put a cloud over the economy. KEVIN SULLIVAN: Great, thank you very much. OPERATOR: The next question comes from Edward Atorino from Blaylock. Please state your question. EDWARD ATORINO, ANALYST, BLAYLOCK AND PARTNERS: Most of my questions have been answered. But if you could comment on interest expense, are you **locking** in any fixed debt and how would that trend over the course of the year?

DOUGLAS H. MCCORKINDALE: Gracia is waiting for the Fed to cut rates. EDWARD ATORINO: Again?

GRACIA MARTORE: I hope not. I'm hoping that business expands, actually. No current plans, Ed, to lock in any more debt. We feel pretty comfortable with the balance we have right now but that's something we look at on a daily basis. And if we think that the factors are appropriate, we would look at doing that. But as of today, no plans. EDWARD ATORINO: Will interest expense stabilize here or continue to erode quarter to quarter?

GRACIA MARTORE: It probably will come down a little bit as we obviously pay down debt over the next few quarters. DOUGLAS H. MCCORKINDALE: And this is the last quarter of the fixed-rate debt, in the comparison. GRACIA MARTORE: Right. We will cycle the fixed-rate debt we placed last March. Although the fixed will become a bigger portion of it as the other debt comes off. EDWARD ATORINO: Okay. Thanks. OPERATOR: Doug Arthur with Morgan Stanley. Please state your question. DOUG ARTHUR: Yeah, two follow-ups. Gracia, it looks like you restated **circulation** revenue for last year by \$10 million, also took it out of cost of goods. Can you just amplify on that? And auto advertising in classified, I think, was flat or down 1% in March. We saw something similar with Knight Ridder. Was that the war or was that category starting to get a little tired?

GRACIA MARTORE: Let me start with the first question. Doug, on our call last quarter, we said that we had taken certain **circulation** promotions, and the like, and previously had run them through expenses. We decided to conform to others and net them against the revenues. We've gone back in each quarter and have reclassified the **circulation** revenue. So that's what you see. We did the same thing in the fourth quarter and for the full year of last year. With regard to auto, interestingly we saw on the national auto front, on broadcast and USA TODAY, that it was strong during the quarter, although it got a little weaker as the war started up, but was still positive. On the classified side, which is more, you know, very local, I think there was clearly some impact of the war. I think it would be too early for us to say, and too cloudy for us to say that it's because the category is getting tired, given what we're seeing in the USA TODAY and broadcast side. DOUGLAS H. MCCORKINDALE: We were up - Doug, we were up 5% for the quarter and 1% in March for the automobile in classified. Based upon some of the preliminary numbers I've seen, the foreign automobile manufacturers and Chrysler seem to be more inclined to be picking up their advertising right now than Ford and General Motors, or

those category of dealers. So we'll have to wait and see what happens. Although GM has this \$3,000 rebate program in effect. So it should be that they'll come back to the classified category following the national categories that Gracia mentioned. DOUG ARTHUR: Great, thank you. OPERATOR: The next question comes again from Barton Crockett with J.P. Morgan. Please state your question. Barton Crockett - JP Morgan - Analyst I just wanted to follow up on this non-daily issue. Can you give us the sense of the percentage of U.K. revenues that come from the non-dailies and whether if you think over the next couple of years the organic growth could move the U.S. non-dailies to a share?

DOUGLAS H. MCCORKINDALE: It is a big, big percentage, Barton, in the U.K. because we only had -- before the Scottish acquisition -- we only had 15 dailies over there. In the regional newspaper business in the U.K., non-dailies are a great part of the market. So it's very different than the U.S. Now, with the Scottish newspapers we'll pick up a couple more dailies and like I said we'll pick up a bunch of smaller publications, I think it was 11 others. I don't have a breakdown, we don't break it down between daily and non-daily. It's a very big percentage of the U.K. revenue picture. Gracia Martore And looking to the future, sure, as we said, growth in the non-daily area is a key part of our growth strategy going forward. We would hope that we can continue to grow that category. Barton Crockett Great, thanks. Operator The final question comes from William Drewry with CSFB. Please state your question. WILLIAM DREWRY: Hi, thanks. Just one more on the auto category. How much for the newspapers of the revenue is dealer-oriented versus classified? Also, how seasonal for the newspapers does auto tend to be? Because there's a lot of new product launches coming this fall, particularly like with Ford, with you know the F-150 and all that. So I'm wondering if there is a hold-back effect? Around new product launches, do you tend to see more auto in the third quarter than you would in the second? Thanks. DOUGLAS H. MCCORKINDALE: Yes, Bill. We don't break down between the dealers and the private parties or at least we don't break it down here in classified. Auto is, you know, 25%, 28% of the classified picture. Most of that is dealer. How much of it would actually break out, I don't know. And your comment on new product is something we mentioned at the meeting in March. We are seeing a lot of new launches. From what we can tell, yes, they are traditionally oriented towards the third quarter. But we are seeing that those dates move up every year as they bring out products in June, and Ford has obviously the new 150 which is not even scheduled to be sold I guess until July-August. But they're already advertising it. So it's spreading across the months. But you're right. It tends to be aimed towards the third quarter. The manufacturers are telling us that they have a lot of product coming out. I think it's 25 new models. So that should be a positive sign for the upcoming months. WILLIAM DREWRY: Great, thank you very much. OPERATOR: I will now turn the conference back to Ms. Martore to conclude. GRACIA MARTORE: Thanks very much for joining us today. OPERATOR: Ladies and gentlemen, if you wish to access this replay you may do so by dialing, 1-800-428-6051 or 973-709-2089 with an ID No. of 288-586. This will be available in one hour and it will run through April 22nd, 2003. This concludes our conference for today. Thank you all for participating and have a nice day. All parties may now disconnect. (CCBN reserves the right to make changes to documents, content, or other information on this web site without obligation to notify any person of such changes. In the conference calls upon which Event Transcripts are based, companies may make projections or other forward-looking statements regarding a variety of items. Such forward-looking statements are based upon current expectations and involve risks and uncertainties. Actual results may differ materially from those stated in any forward-looking statement based on a number of important factors and risks, which are more specifically identified in the companies' most recent SEC filings. Although the companies may indicate and believe that the assumptions underlying the forward-looking statements are reasonable, any of the assumptions could

prove inaccurate or incorrect and, therefore, there can be no assurance that the results contemplated in the forward-looking statements will be realized. THE INFORMATION CONTAINED IN EVENT TRANSCRIPTS IS A TEXTUAL REPRESENTATION OF THE APPLICABLE COMPANY'S CONFERENCE CALL AND WHILE EFFORTS ARE MADE TO PROVIDE AN ACCURATE TRANSCRIPTION, THERE MAY BE MATERIAL ERRORS, OMISSIONS, OR INACCURACIES IN THE REPORTING OF THE SUBSTANCE OF THE CONFERENCE CALLS. IN NO WAY DOES CCBN ASSUME ANY RESPONSIBILITY FOR ANY INVESTMENT OR OTHER DECISIONS MADE BASED UPON THE INFORMATION PROVIDED ON THIS WEB SITE OR IN ANY EVENT TRANSCRIPT. USERS ARE ADVISED TO **REVIEW** THE APPLICABLE COMPANY'S CONFERENCE CALL ITSELF AND THE APPLICABLE COMPANY'S SEC FILINGS BEFORE MAKING ANY INVESTMENT OR OTHER DECISIONS. Copyright 2003, CCBN, Inc. All Rights Reserved.) (Copyright: Content copyright 2003 CCBN, Inc. ALL RIGHTS RESERVED. **Electronic** format, layout and metadata, copyright 2003 FDCH e-Media, Inc. (f/k/a Federal **Document** Clearing House, Inc.) ALL RIGHTS RESERVED. No license is granted to the user of this material other than for research. User may not reproduce or redistribute the material except for user's personal or internal use and, in such case, only one copy may be printed, nor shall user use any material for commercial purposes or in any fashion that may infringe upon CCBN's or FDCH e-Media's copyright or other proprietary rights or interests in the material; provided, however, that members of the news media may redistribute limited portions (less than 250 words) of this material without a specific license from CCBN and FDCH e-Media so long as they provide conspicuous attribution to CCBN and FDCH e-Media as the originators and copyright holders of such material. This is not a legal transcript for purposes of litigation.)

Copyright 2003: FDCHeMedia Inc.
COUNTRY NAMES/CODES: United States of America (US)
REGIONS: Americas; North America
PROVINCE/STATE: California; Michigan; Texas

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... before the competition commission, and they review your overall picture. As you know, we got **approval** to close the Scottish deal. We expect to get the same **approval** for the London deal. There's some more room ... my questions have been answered. But if you could comment on interest expense, are you **locking** in any fixed debt and how would that trend over the course of the year...

...state your question. DOUG ARTHUR: Yeah, two follow-ups. Gracia, it looks like you restated **circulation** revenue for last year by \$10 million, also took it out of cost of goods...

... first question. Doug, on our call last quarter, we said that we had taken certain **circulation** promotions, and the like, and previously had run them through expenses. We decided to conform...

... them against the revenues. We've gone back in each quarter and have reclassified the **circulation** revenue. So that's what you see. We did the same thing in the fourth... INFORMATION PROVIDED ON THIS WEB SITE OR IN ANY EVENT TRANSCRIPT. USERS ARE ADVISED TO **REVIEW** THE APPLICABLE COMPANY'S CONFERENCE CALL ITSELF AND THE APPLICABLE COMPANY'S SEC FILINGS BEFORE...

... 2003, CCBN, Inc. All Rights Reserved.) (Copyright: Content copyright 2003 CCBN, Inc. ALL RIGHTS RESERVED. **Electronic** format, layout and metadata, copyright 2003 FDCH e-Media, Inc. (f/k/a Federal **Document** Clearing House, Inc.) ALL RIGHTS RESERVED. No license is granted to the user of this...

Dean T. Nguyen (3629)

10/047,577

02-May-05, 03:37 PM, 7

?